

COUNTY COUNCIL OF BEAUFORT COUNTY  
ADMINISTRATION BUILDING

BEAUFORT COUNTY GOVERNMENT ROBERT SMALLS COMPLEX  
100 RIBAUT ROAD

POST OFFICE DRAWER 1228  
BEAUFORT, SOUTH CAROLINA 29901-1228

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VICE CHAIRMAN

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COUNTY ADMINISTRATOR

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DEPUTY COUNTY ADMINISTRATOR

THOMAS J. KEAVENY, II  
COUNTY ATTORNEY

SUZANNE M. RAINEY  
CLERK TO COUNCIL

AGENDA

FINANCE COMMITTEE

Monday, June 20, 2016

2:00 p.m.

Executive Conference Room, Administration Building  
Beaufort County Government Robert Smalls Complex  
100 Ribaut Road, Beaufort

Committee Members:

Jerry Stewart, Chairman  
Steve Fobes, Vice Chairman  
Cynthia Bensch  
Rick Caporale  
Brian Flewelling  
William McBride  
Stu Rodman

Staff Support:

Suzanne Gregory, Employee Services Director  
Alicia Holland, CPA, Assistant County Administrator, Finance  
Chanel Lewis, CGFO, Controller

1. CALL TO ORDER – 2:00 P.M.

2. CONSENT AGENDA / CONSIDERATION OF FISCAL YEAR 2017 CONTRACT RENEWALS (backup)

- A. Republic Services - \$900,000
- B. A & B Cleaning - \$585,828
- C. Southern Health Partners - \$566,957
- D. Waste Management of SC - \$400,000
- E. Oakwood Landfill (Waste Management) - \$350,000
- F. Eastern Aviation Fuels - \$275,000
- G. Clarke Mosquito Control Products - \$216,977
- H. South Coast Logging - \$200,000
- I. Manatron (Aumentum) - \$185,406
- J. Open Land Trust - \$179,000
- K. Care Environmental Corp. - \$160,000
- L. Software One (CompuCom) - \$153,469
- M. Hilton Head Humane Association - \$100,000
- N. Tyler Technologies - \$89,515
- O. Pictometry International Corp. - \$79,180
- P. Strickland Electric Recycling –\$70,000
- Q. Wells Fargo Insurance - \$65,000
- R. Republic Services - \$60,000
- S. South Carolina Judicial Department - \$60,000
- T. Andrews Technology HMS - \$55,000
- U. New Vision System - \$51,028



3. REQUEST BY BEAUFORT REGIONAL CHAMBER OF COMMERCE FOR REIMBURSEMENT OF ECONOMIC DEVELOPMENT EXPENSES ([backup](#))
4. EXECUTIVE SESSION / DISCUSSION OF ECONOMIC DEVELOPMENT PROSPECTS
5. ADJOURNMENT



COUNTY COUNCIL OF BEAUFORT COUNTY  
**PURCHASING DEPARTMENT**  
106 Industrial Village Road  
Post Office Drawer 1228  
Beaufort, South Carolina 29901-1228

TO: Councilman Jerry W. Stewart, Chairman, Finance Committee  
FROM: Dave Thomas, CPPO, Purchasing Director *DT*  
SUBJ: **Recommendation for FY 2017 Contract Renewals**  
DATE: June 20, 2016

In order to improve our process for renewing annual contracts I have provided a summary sheet (see the attached excel sheet) for your committees review and approval. The summary sheet provides the vendor name, purpose, department, account name and number, prior and current contract cost, term, and remarks. The Department Head responsible for the contract or their representative will be available for questions during the Committee meeting.

**FOR ACTION:** Finance Committee meeting occurring June 20, 2016.

**RECOMMENDATION:** The Purchasing Department recommends that the Finance Committee approve and recommend to County Council, approval of the contract renewals (Items 1-21) as stated in the attached summary.

CC: Gary Kubic, County Administrator  
Josh Gruber, Deputy Administrator *JG by AH*  
Alicia Holland, Asst. Co Administrator, Finance *AH*

Att: Contract Renewal Summary List

Beaufort County, South Carolina  
Fiscal Year 2017 Contract Renewals  
Finance Committee, June 20, 2016

	Vendor	Purpose	Department	Account	FY 2017 Cost	FY 2016 Cost	Term (Beg/End)
1	Republic Services Beaufort, South Carolina	Hauling Services for Solid Waste Department	Solid Waste	Solid Waste Hauling Services 10001340-51165	\$ 900,000	\$ 850,000	7/1/2016 thru 6/30/2017
Note: The Fiscal Year 2016 unit price of \$112/pull will remain the same for Fiscal Year 2017.							
2	A & B Cleaning Service, Inc. Greenville, North Carolina	Janitorial Services for County Facilities	Facilities Management Lady's Island Airport Hilton Head Island Airport	Cleaning Services 10001310-51210 51000011-51210 54000011-51210	\$ 585,828	\$ 585,828	7/1/2016 thru 6/30/2017
3	Southern Health Partners, Inc. Chattanooga, Tennessee	Health Care Services for County Detention Center Inmates	Detention Center	Medical/Dental Services 10001250-51190	\$ 566,957	\$ 555,840	7/1/2016 thru 6/30/2017
4	Waste Management of SC Ridgeland, South Carolina	Hauling and processing of recyclables collected at convenience centers	Solid Waste	Recycling Services 10001340-51167	\$ 400,000	\$ 325,000	7/1/2016 thru 6/30/2017
5	Oakwood Landfill (Waste Management) Ridgeland, South Carolina	Disposal of Class II waste	Solid Waste	Solid Waste Disposal 10001340-51166	\$ 350,000	\$ 320,000	7/1/2016 thru 6/30/2017
6	Eastern Aviation	AVGAS and Jet Fuel for Resale	Lady's Island Airport	Purchases - Fuels 51000011-58000	\$ 275,000	\$ 294,525	7/1/2016 thru 6/30/2017
7	Clarke Mosquito Control Products, Inc. St. Charles, Illinois	Public Health Insecticide for Mosquito Control	Mosquito Control	Public Health Products 10001400-52320	\$ 216,977	\$ 283,952	8/1/2016 thru 7/31/2017
8	South Coast Logging Savannah, Georgia	Solid Waste Disposal	Solid Waste	Solid Waste Disposal 10001340-51166	\$ 200,000	\$ 180,000	7/1/2016 thru 6/30/2017
9	Manatron (Aumentum) Chicago, Illinois	Property Assessment and Tax Software and Support for the Assessor, Auditor and Treasurer's Offices	Assessor, Auditor and Treasurer	Maintenance Contracts 10001150-51110	\$ 185,406	\$ 170,175	7/1/2016 thru 6/30/2017
10	Beaufort County Open Land Trust Beaufort, South Carolina	Rural and Critical Land Preservation Program Consulting Services	Real Property Program (Planning Department works with consultant)	Professional Services 45000011-51160	\$ 179,000	\$ 179,000	7/1/2016 thru 6/30/2017
11	Care Environmental Corp. Dover, New Jersey	Hazardous Waste Collection Services	Solid Waste	Professional Services 10001340-51160	\$ 160,000	\$ 155,773	7/1/2016 thru 6/30/2017
12	Software One (formerly known as CompuCom) Dalls, Texas	Microsoft Licensing including SQL Server licenses for Beaufort County	MIS	Maintenance Contracts 10001150-51110	\$ 153,469	\$ 186,677	7/1/2016 thru 6/30/2017
Note: State Contract							
13	Hilton Head Humane Association (SNAC: SPAY/NEUTER) Hilton Head Island, South Carolina	Provides Veterinary and Spay/Neuter Services for the County Animal Shelter	Animal Services	Professional Services Spay/Neuter 10001270-51160 10001270-51165	\$ 100,000	\$ 101,695	7/1/2016 thru 6/30/2017
Note: The County Animal Services Department receives partial funding from the American Society for the Prevention of Cruelty to Animals (ASPCA), therefore the net cost to the County is less than the total paid to this vendor.							

Note: Items 1, 3, 4, 5, 6, 8, 11, 13, 16 and 18 are estimated costs. The volume demanded of these services depends on various factors throughout each fiscal year.

Beaufort County, South Carolina  
Fiscal Year 2017 Contract Renewals  
Finance Committee, June 20, 2016

	Vendor	Purpose	Department	Account	FY 2017 Cost	FY 2016 Cost	Term (Beg/End)
14	Tyler Technologies Dallas, Texas	Annual support and license agreement for Munis	Finance Purchasing Business License Employee Services Building Codes Local Accomm. Tax Hospitality Tax Admissions Fees	Maintenance Contracts 10001111-51110 10001116-51110 10001134-51110 10001160-51110 10001260-51110 20010011-51110 20020011-51110 20100011-51110	\$ 89,515	\$ 85,381	7/1/2016 thru 6/30/2017
15	Pictometry International Corporation Rochester, New York	License Image Software/Aerial Photos	GIS	Aerial Photos 10001152-51250	\$ 79,180	\$ 70,444	7/1/2016 thru 6/30/2017
16	Strickland Electric Recycling North, South Carolina	Electronic Waste Recycling Services	Solid Waste	Ewaste 10001340-51164	\$ 70,000	\$ 60,000	9/1/2016 thru 8/31/2017
17	Wells Fargo Insurance Services Dallas, Texas	Employee Benefits Consulting Services	Employee Services	Professional Services 10001160-51160	\$ 65,000	\$ 65,000	7/1/2016 thru 6/30/2017
18	Republic Services Beaufort, South Carolina	Hauling Services for Solid Waste Department (Daufuskie)	Solid Waste	Solid Waste Hauling Services 10001340-51165	\$ 60,000	\$ 50,000	7/1/2016 thru 6/30/2017
	Note: The Fiscal Year 2016 unit price of \$112/pull will remain the same for Fiscal Year 2017.						
19	South Carolina Judicial Department Columbia, South Carolina	Court Management System Support	Clerk of Court Magistrate	Maintenance Contracts 10001030-51110 10001081-51110	\$ 60,000	\$ 60,000	7/1/2016 thru 6/30/2017
20	Andrews Technology HMS, Inc. Wilmington, North Carolina	Annual Maintenance for Electronic Timekeeping Software and Hardware	Employee Services	Maintenance Contracts 10001160-51110	\$ 55,000	\$ 55,000	1/1/2017 thru 12/31/2017
21	New Vision Systems New Canaan, Connecticut	Official Records Software and Maintenance Support	Register of Deeds	Maintenance Contracts 10001122-51110	\$ 51,028	\$ 51,028	7/1/2016 thru 6/30/2017

Note: Items 1, 3, 4, 5, 6, 8, 11, 13, 16 and 18 are estimated costs. The volume demanded of these services depends on various factors throughout each fiscal year.



**BEAUFORT, SC**

REGIONAL CHAMBER OF COMMERCE

P.O. Box 910, Beaufort, SC 29901-0910

Phone: (843) 525-8500 Fax: (843) 986-5405

BILL TO
Mr. Gary Kubic Beaufort County Administrator PO Drawer 1228 Beaufort, SC 29901

DATE	INVOICE #
6/15/2016	1242

DESCRIPTION	AMOUNT
<b>PROJECT FABRIC</b> - 10-MAR-2015 to 30-APRIL-2015 7 HOURS @ \$75.00/hr	\$525.00
<b>PROJECT LIBERTY</b> - 2-OCT-2015 to 10-OCT-2015 4 HOURS @ \$75.00/hr	\$300.00
<b>PROJECT TELEFONO</b> - 15-DEC-2015 to 30-DEC-2015 5 HOURS @ \$75.00/hr	\$375.00
<b>PROJECT FISH TO GO</b> - 16-NOV-2015 to 15-DEC-2016 12 HOURS @ \$75.00/hr	\$900.00
<b>PROJECT BOAT BUILD</b> - 24-AUG-2015 to 30-SEPT-2015 12 HOURS @ \$75.00/hr	\$900.00
<b>PROJECT BOA</b> - 20-MAY-2015 to 10-AUG-2015 15 HOURS @ \$75.00/hr	\$1,125.00
MEALS, ENTERTAINMENT	\$250.00
<b>PROJECT CERAMIC</b> - 12-OCT_2015 to PRESENT 5 HOURS @ \$75.00/hr	\$375.00
<b>PROJECT COMMERCE PARK II</b> - 29-DEC-2015 to PRESENT 20 HOURS @ \$75.00/hr	\$1,500.00
<b>PROJECT ACCELERATE</b> 10-SEPT-2015 to 30-JAN-2016 25 HOURS @ \$75.00/hr	\$1,875.00
<b>PROJECT CERVESA</b> - 13-MAR-2015 to 15-AUG-2015 25 HOURS @ \$75.00/hr	\$1,875.00
<b>Page (1) Total</b>	<b>\$10,000.00</b>



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DATE	INVOICE #
6/15/2016	1242

DESCRIPTION	AMOUNT
<b>PROJECT PROUD MARY</b> 8-DEC-2015 to 3-MAR-2016 90 HOURS @ \$75.00/hr MEALS, ENTERTAINMENT	\$6,750.00 \$375.00
<b>PROJECT COZY</b> - 15-DEC-2105 to PRESENT 25 HOURS @ \$75.00/hr MEALS, ENTERTAINMENT	\$1,875.00 \$150.00
<b>PROJECT AQUATIC</b> - 22-JAN-2016 to 1-FEB-2016 10 HOURS @ \$75.00/hr	\$750.00
<b>PROJECT EDDIE</b> - 29-DEC-2015 to 16-JAN-2015 8 HOURS @ \$75.00/hr	\$600.00
<b>PROJECT APPLE</b> - 16-MAR-2016 to PRESENT 80 HOURS @ \$75.00/hr	\$6,000.00
<b>PROJECT NATION'S CAPITAL</b> - 26-MAR-2016 to 2-APRIL-2016 2 HOUR @ \$75.00/hr	\$150.00
<b>PROJECT DOS CERVESAS</b> - 15-JULY-2015 to PRESENT 35 HOURS @ \$75.00/hr	\$2,625.00
<b>PROJECT GREENIE</b> - 28-MAR-2016 to 13-MAY-2016 3 HOURS @ \$75.00/hr	\$225.00
<b>PROJECT BLUE SKY</b> - 1-APRIL-2016 to 25-APRIL-2016 10 HOURS @ \$75.00/hr	\$750.00
<b>PROJECT TETRIS</b> - 4-APRIL-2016 to PRESENT 30 HOURS @ \$75.00/hr	\$2,250.00
<b>Page (2) Total</b>	<b>\$22,350.00</b>



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DATE	INVOICE #
6/15/2016	1242

DESCRIPTION	AMOUNT
<b>PROJECT EAGLE</b> - 29-FEB-2016 to PRESENT 90 HOURS @ \$75.00/hr	\$6,750.00
MEALS, ENTERTAINMENT, MILAGE	\$1,686.73
PRINTING, PRESENTATION SUPPLIES	\$260.18
<b>PROJECT OSPREY</b> - 7-JUNE-2016 to PRESENT 2 HOURS @ \$75.00/hr	\$150.00
<b>PROJECT FALCON</b> - 21-MAY-2016 to PRESENT 3 HOURS @ \$75.00/hr	\$225.00
<b>PROJECT BIVALVE</b> - 6-JUNE-2016 to PRESENT 1 HOURS @ \$75.00/hr	\$75.00
<b>SCA PROJECT - FAM TOUR</b> FOR AUTOMOTIVE PROJECT- 3-MAR-2016 6 HOURS @ \$75.00/hr	\$450.00
MEALS, ENTERTAINMENT	\$58.62
<b>BEAUFORT COMMERCE PARK - PALMETTO SITE CERTIFICATION</b> RESEARCH: 70 HOURS @ \$75.00/hr	\$5,350.00
POSTAGE & SHIPPING	\$37.06
<b>SC DEPARTMENT OF COMMERCE TRAINING</b> TRAINING SESSIONS INCLUDING: 75 HOURS @ \$75.00/hr	\$5,625.00
<b>TRAVEL TO COLUMBIA, SC</b> COMMERCE 101	\$391.62
COMMUNITY DEVELOPMENT, ECONOMIC DEVELOPMENT	\$208.42
SCEDA INSTITUTE	\$3,575.00
GOV. HALEY'S ECONOMIC AMBASSADOR CEREMONY	\$162.50
TRAVEL, MEALS	\$567.86
MATERIALS, PRINT, SUPPLIES	\$260.17
<b>Page (3) Total</b>	<b>\$25,833.16</b>
<b>Invoice Total</b>	<b>\$58,183.00</b>